

## **Historic, archived document**

Do not assume content reflects current scientific knowledge, policies, or practices.





# VIGNETTES

ISSN: 1055-2947

The Agricultural Trade and Marketing Information Center Newsletter

No. 28, May 1997 (Issued Quarterly)

## Internet Sites on International Trade: The Basics

by Carol A. Singer

Although there are thousands of international trade sites on the Internet, it is not always easy to find the sites that have the information you need. This article lists sites in two categories: sites with resources for those new to exporting; and metasites that gather together and categorize many sites on international trade. The list includes only sites that are free or at which most of the resources are free, although some require a free registration.

### Sites for New Exporters

#### A Basic Guide to Exporting

<http://www.maingate.net/us-exports/bge.html>

[http://tradeport.org/cgi-bin/banner.pl/ts/t\\_expert/infobase/basic/index.html](http://tradeport.org/cgi-bin/banner.pl/ts/t_expert/infobase/basic/index.html)

<http://www.i-trade.com/dir01/basicgui/>

This guide was written by the U.S. Department of Commerce, which makes it available on the Web through STAT-USA, a subscription-only service. However, the sites listed above make the Guide available for free on the Web. Note that the URL beginning <http://tradeport.org> is for a site that requires free registration. These versions of the Guide may or may not be the most recent versions. The Guide includes chapters on:

*General Information About Exporting*  
*Methods of Exporting and Channels of Distribution*  
*Preparing Products for Export*  
*Service Exports*  
*Making Contacts*  
*Business Travel Abroad*  
*Selling Overseas*  
*Pricing, Quotations and Terms*  
*Export Regulations, Customs Benefits and Tax Incentives*  
*Documentation, Shipping and Logistics*  
*Methods of Payment*  
*Financing Export Transactions*  
*After-Sale Service*  
*Technology Licensing & Joint Ventures*

#### Export Process Assistant

<http://citm.cob.ohio-state.edu:1111/expadocs/expaindex.html>

This extensive, hyperlinked tutorial for beginning exporters was written by the Center for Information Technologies in Management at Ohio State University. It requires a free registration.

See Basics, page 2



ATMIG, IAL, NRS, USDA, Room 304  
Baltimore, Maryland 20705-2371

Phone: (301) 504-5400  
TTY: (301) 504-5250  
Fax: (301) 504-5400

## **ExporTutor**

<http://web.miep.org/tutor/index.html>

Another tutorial for beginning exporters, ExporTutor was developed by the International Business Center at Michigan State University. It includes a "10-Step-Roadmap-to-Success in Foreign Markets," which provides an overview for companies new to exporting. The "Quick Consultant" contains information on such topics as "Channels of Distribution," "International Finance," and "Market Research." "References" lists print sources that might be useful to exporters.

## **Trade Expert**

[http://tradeport.org/cgi-bin/banner.pl/ts/t\\_expert/menu.htm](http://tradeport.org/cgi-bin/banner.pl/ts/t_expert/menu.htm)

This tutorial for beginning exporters was produced by TradePort. This site requires a free registration. The tutorial covers:

- Getting Started*
- Researching Your Markets*
- Developing Your Export Strategy*
- Focusing on the Details: Quotes, Terms, and Delivery*
- Understanding the Rules of Trade*
- Financing Your Exports*

## **Frequently Asked Export Questions**

[http://www.ita.doc.gov/tic/how\\_to\\_export/itafaqs.html](http://www.ita.doc.gov/tic/how_to_export/itafaqs.html)

Produced by the U.S. Department of Commerce's Trade Information Center, this list includes answers to such questions as:

- How do I begin an import/export business?*
- How can I get information on importing products into the United States?*
- How do I obtain market research for a specific country and/or product?*
- Where can I obtain information on foreign markets and trade opportunities for fish or agricultural products?*
- How can I find export financing?*

## **A Small Business Guide to Exporting**

<http://www.sbaonline.sba.gov/gopher/Business-Development/International-Trade/Guide-To-Exporting/>

This U.S. Small Business Administration handbook is divided into two parts. Part 1 is "Becoming an Export Success Story" and is a guide to exporting. It includes chapters on:

- Making the Export Decision*
- Identifying International Markets*
- Foreign Market Entry*
- The Export Transaction*
- Export Financing*
- Transporting Goods Internationally*
- Strategic Alliances & Foreign Investment Opportunities*

Part 2 is the "Exporter's Directory," a list of organizations and publications that would be useful to exporters.

*See Basics, page 3*



## **I-Trade Export Guide**

<http://www.i-trade.com/dir01/exptrgui/>

This guide for beginning exporters was produced by I-Trade. It includes the following sections:

*Assessing Your Company's Export Readiness*  
*Evaluating Your Product's Export Potential*  
*Developing Your Company's Market Entry Plan*  
*Managing the Export Business*

## **Glossary of International Trade Terms**

<http://www.itds.treas.gov/glosy1.html>

This glossary of international trade terms was produced by the U.S. Treasury Department and put on the Internet as part of its International Trade Data System.

## **Glossary**

<http://tradeport.org/cgi-bin/banner.pl/ts/refs/gloss/index.html>

A glossary of international trade terms. This site requires a free registration.

## **Metasites for Exporters and Importers**

---

### **Trade Information Center**

<http://www.ita.doc.gov/tic/>

This office of the U.S. Department of Commerce service provides many kinds of assistance to U.S. exporters. The Web site includes the "Frequently Asked Export Questions" listed earlier in this article, but also contains other useful information:

- » Export Programs: A Business Guide of U.S. Services - This is a comprehensive list of U.S. government programs and services available from 19 federal agencies to help U.S. exporters. Each entry is annotated and, where appropriate, hyperlinked to the source.
- » Alternative Trade Finance Options - A guide to alternative finance providers.
- » National Export Directory - a state-by-state directory of federal, state, and local export assistance offices.

### **U.S. Business Advisor: International Trade**

<http://www.business.gov/Trade.html>

This Web page links to U.S. government sites that are designed to help U.S. companies who wish to export or import. Each entry includes a very brief annotation. The list includes sites in the following categories:

*Common Questions*  
*Export Market Information*  
*Imports*  
*Publications/Contacts*  
*Exports*  
*Financing, Insurance and Investment*  
*Laws & Regulations*  
*Taxes for Overseas Employees*

*See Basics, page 4*

Basics, continued from page 3

## **CEDAR: International Trade**

[http://www.cedar.ca.gov/business/inter\\_tr.html](http://www.cedar.ca.gov/business/inter_tr.html)

The Internet resources in this list include brief annotations and are organized in the following categories:

*Resources for Exporters*  
*Trade Leads*  
*Export Regulations*  
*Foreign Directories*  
*Trade Agreements*  
*Regional Information*  
*Transportation*  
*International Tools*

## **Smart Business Supersite**

<http://www.smartbiz.com/>

This site includes a searchable database of articles and other publications on many business topics. You can choose "Search for the Information You Want Fast" and search by keyword or choose "Browse Over 60 Categories" and choose a category from the list. The category "International Business" includes links to other sites with information on international trade, copies of Country Fact Sheets from Craighead's Business Reports, International Business Practices Guides for various countries, and articles such as: "Eight Essential Do's and Don'ts for New Exporters," "Letter of Credit - Brief Overview," and "Exporting - Why Should Someone Choose You?."

## **TradePort**

<http://tradeport.org/>

Includes links to many sites for companies involved in international trade. This site requires free registration. Sites are organized into the following categories:

*How to Export*  
*Export Planning*  
*Finding Buyers*  
*Moving the Goods*  
*Obtaining Financing*

## **Rexco's International Trade Resource**

<http://www.rexco.com/index.html>

This Web page links to hundreds of Internet sites that may be useful to exporters and importers. It includes sites in the following categories:

*Global Trade Leads*  
*Electronic Global Trade (information on how to export)*  
*Global Trade Organisations & Resources*  
*Trade or Business Related Sites in: (arranged by geographic regions)*

## **International Business Resources on the WWW**

<http://ciber.bus.msu.edu/busres.htm>

*See Basics, page 5*

This list of links was produced by the Center for International Business Education and Research at Michigan State University. Each entry is annotated and hyperlinked. Among the categories of information are:

*International Trade Information*  
*International Trade Leads*  
*Mailing Lists*  
*Statistical Data and Information Resources*  
*Company Listings, Directories, and Yellow Pages*  
*Government Resources*  
*International Trade Shows, Seminars and Business Events*

## **Worldclass Supersite**

<http://web.idirect.com/~tiger/supersit.htm>

The Internet resources in this list include brief annotations and are organized in the following categories:

*Reference*  
*News*  
*Learning*  
*Money*  
*Trade*  
*Networking*  
*World Beaters*

**Compiled by:** C. Singer, Reference Librarian, DC Reference Center, National Agricultural Library. Tel: 202-720-3434; e-mail: [csinger@nal.usda.gov](mailto:csinger@nal.usda.gov)

## **Items of Interest**

### **Business Directories/New Sources Available on DIALOG Online System**

**Asia-Pacific Directory (DIALOG File 758)**, covers information contained in various databases from the Asia-Pacific region. These include:

- China Business Database of Chinese Companies (CBD).
- China External Trade Development Council (CETRA), includes imports and exports of the Republic of China on Taiwan.
- Chinese Major Enterprises Database (CMEDB), profiles information on top manufacturers and trading companies in China.
- CMIE: Company Profiles (CMIES), contains company information on the most important public and private companies in India.
- CMIE: Survey of Investment Projects (CMIESP), provides information on the latest projects taking place in India.
- CRISIL: Banks (CRIBAN), provides analyzed information on select public- and private-sector banks in India.
- CRISIL: Ratings Review contains information on Indian company financial instruments.
- CRISILVIEW (CRIVEW), provides in-depth profiles on Indian companies.
- Korea Trade Directory (KOTRA), contains contact information and product lists for 19,000 Korean manufacturers and exporters.

**Latin American News (DIALOG File 749)**, includes seven new sources, published by Lettres, London, UK. These are:

- Andean Group Reports, contains information on countries that form the Andean region of Latin America.

*See Items, page 6*



*Items, continued from page 5*

- Brazil Regional Report, devoted entirely to Brazil.
- Caribbean & Central American Report, the first half of this report examines economic, political, security, social developments and trends in Caribbean countries of Antigua, Barbados, Bermuda, Cuba, Dominican Republic, Grenada, Guyana, Haiti, Jamaica, Puerto Rico, St. Kitts, St. Lucia, St. Vincent, Surinam, Trinidad and Tobago. The second half gives equal coverage to the countries of Central America: Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama.
- Latin American Economy and Business, provides a country-by-country analysis of current economic, business, and political developments.
- Mexico and NAFTA Report, includes political, economic, and social developments in Mexico; also includes a section that monitors the current situation.

## **U.S. Agency for International Development (USAID) Programs**

The Center for Trade & Investment Services (CTIS), of the U.S. Agency for International Development, recently announced new programs that focus on international opportunities for U.S. businesses.

- Global Technology Network (GTN), focuses on identifying targeted international business opportunities in health, energy and environment, agribusiness, and information technology. For more information contact CTIS at: 1-800-872-4348 or

in the economic and business world relating to NAFTA.

- Southern Cone Report, covers the main developments in Argentina, Chile, Paraguay, and Uruguay.
- Weekly Report, covers the whole region and provides analytical coverage of the most important economic, political, diplomatic, and financial developments of the current week. Also includes debt negotiations and lending news, exchange rates, and stock market indicators.

For more information about these directories/information sources, contact:

Knight-Ridder Information, Inc.  
Customer Service  
Tel: 800-334-2564  
or 415-254-8800 (West Coast)  
or 215-241-0231 (East Coast)  
E-mail: [customer@krinfo.com](mailto:customer@krinfo.com).

202-663-2660; FAX: 202-663-2670; E-mail: [ctis@usaid.gov](mailto:ctis@usaid.gov); URL: [www.info.usaid.gov/business/ctis](http://www.info.usaid.gov/business/ctis).

- Zimbabwe-American Development Foundation (ZADF). (REI No. 690- 97- 003). USAID is seeking U.S. partners in the establishment of ZADF. For more information E-mail: [jbergman@usaid.gov](mailto:jbergman@usaid.gov) or tel: (011) 267-324449, ext. 202; FAX: (011) 267-324486 or 267-324404.

## **Internet Access for International Business, Economics, Marketing and Trade Information**

- ACEIS - Agriculture and Agri-Food.  
Canada's electronic information service, includes information on acts and regulations, environment, finances, imports, inspection, markets and trade, research and technology and more. URL: <http://www.agr.ca>
- AgEcon Search: Research in Agricultural Economics.  
Developed by University of Minnesota, St. Paul Campus Library and the Department of Applied Economics. Includes reports of scholarly research in the field of agricultural economics. URL: <http://agecon.lib.umn.edu/>
- AgroInfo Americas.  
A guide to agribusiness in the Americas. Includes country guides, agro marketplace, ag links, periodicals, and trade data. URL: <http://www.agroinfo.org>
- Alberta Business Directory.  
Alberta's business directory; online Yellow Pages and more. URL: <http://www.alberta.com>  
<http://www.alberta.com/cgi-bin/main.pl> (Yellow Pages)
- Brookings Institution.  
Provides information on economic, foreign policy,

*See Items, page 7*



Items, continued from page 6

and government studies; lists publications and other resources. URL: <http://www.brook.edu/>

- The Canadian Wheat Board.  
Topics include finance, grain movement, marketing, payments, publications, weather, and a collection of WWW links to other agricultural sites. URL: <http://www.cwb.ca/>
- Eldis - (Electronic Development and Environment Information System).  
Hosted by the British Library for Development Studies, Eldis is a free directory and gateway to information resources on development and environment. Where the source is available on the Internet, a direct link is provided, where there is no Internet link, other information on availability is given. URL: <http://www.ids.ac.uk/eldis/eldis.html>
- Electronic Business Directory - DEN - Peru.  
Directory of Peruvian business companies arranged as a searchable data base and site for promotional advertising, and web hosting services. Site is in Spanish. URL: <http://www.denperu.com/>
- EUROPA.  
The European Union's server, includes official press releases, information on the EU's activities in economic and social matters, security and foreign policy, justice and home affairs. Also includes IDEA: the interinstitutional directory, information sources in the EU institutions, publications and statistics, and Web servers. URL: <http://europa.eu.int/>
- Externa - The Argentine Business Gateway.  
Argentine Foreign Trade Guide. Argentine companies are listed by product or by alphabetical index. Requires free registration. URL: <http://www.externa.com.ar>
- FAA - Federal Aviation Administration Internet Page.  
Includes information on airports, air traffic services, regulation and certification and data on FAA incidents and accidents; provides access to aviation safety-related databases, safety reports and publications. URL: <http://www.faa.gov/>
- Financial Women International (FWI).  
Includes information about the organization, conferences, leadership forums, career management articles and more. URL: <http://www.fwi.org/>
- Government Printing Office (GPO).  
Lists federal depository libraries which may have on-site access to STAT-USA. URL: [http://www.access.gpo.gov/su\\_docs/dpos/adpos001.html](http://www.access.gpo.gov/su_docs/dpos/adpos001.html)
- Guatemala Information Center. (Empresas Guatemaltecas en Internet.)  
Directory of Guatemalan companies on the Web. In Spanish. URL: <http://guate.by.net/>
- IADB - Inter-American Development Bank.  
Includes press releases, project summaries and related papers. URL: <http://www.iadb.org>. Check under Press Services, Publications and Project Documents sections.
- ICC - International Chamber of Commerce.  
World business organization. Topics include: International Court of Arbitration, ICC commissions, global business exchange, commercial crime services, national committees, and worldwide publications. URL: <http://www.iccwbo.org/>
- Indobiz News. News on Indonesia URL: <http://www.indobiz.com/news.htm>
- Indonesian Business Center Online.  
Lists business contacts; includes sections with trade opportunities, news, and links. URL: <http://www.indobiz.com/>
- Latin American Network Information Center.  
Includes links to countries and to related topics, contains good business and economic links. URL: <gopher://lanic.utexas.edu:80/hGET%20/>  
URL: <http://lanic.utexas.edu>
- MBendi Afro Paedia - Information for Africa.  
Integrated information resource covering the whole of Africa. Information on industry sectors, directory of companies, information about countries, and directory of organizations. URL: <http://mbendi.co.za>
- News from Bangladesh.  
Maintained directly from Bangladesh. Includes business news and other information on the country. URL: [http://www.bangla.net/bd\\_news/](http://www.bangla.net/bd_news/)
- Norwegian Trade Council Directory.  
Maintains a directory of Norwegian companies doing business and pursuing export and import opportunities in the U.S., Canada, and Norway. URL: <http://www.ntc-usa.com>

*See Items, page 8*

Items, continued from page 7

- Small Business Administration (SBA) - Office of Women's Business Ownership.  
Topics include statistics on women-owned businesses, Census Bureau reports on women and minority owned businesses, and women in exporting and in technology, lists other Web sites related to women's business activities. URL: <http://www.sbaonline.sba.gov/womeninbusiness/>
- Tourism Offices Worldwide Directory.  
Searchable by country, the site provides name, address and telephone numbers of tourism offices worldwide, information on current weather conditions and forecasts around the globe, and exchange rates.  
URL: <http://www.mbnet.mb.ca/lucas/travel>
- United Nations and Other International Organizations.  
Lists Web sites and Gopher servers of other UN and international organizations and related links. URL: <http://www.undcp.org/unlinks.html>
- U.S. Patent Classification.  
Besides classification of patents, includes guidelines and instructions on how to apply for a patent. URL: <http://patents.cnidr.org/pto/classes.html>
- WebChamberCom.  
Serves only businesses that do business on the Web. For membership and other information call 888-876-4932. URL: <http://WebChamber.com/>
- The Wine Institute.  
Although the Institute represents California wineries, the site contains information on the entire U.S. wine industry, consumer and international trends, scientific and public health policy developments, and more. Includes links to wine-related Web sites of universities, libraries, and government as well as regional winery associations and wine trade publications. URL: <http://www.wineinstitute.org>
- World Trade Organization (WTO).  
Covers WTO's activities. Includes information on WTO membership, accessions, global developments, world trade prospects and overview, statistics, merchandise trade by region and by product, leading traders of merchandise and services. URL: <http://www.wto.org/>
- X - Guide: Internet Guide to Japan Information Resources.  
Links to home pages of Japanese companies, news sites, business and economic sites. URL: <http://fuji.stanford.edu:80/XGUIDE/>

## Publications

### Books/Directories/Guides

- *Directory of Farmer Cooperatives.* Wells, John. Washington DC: USDA, Rural Business and Cooperative Development Service. 1995. 121pp.
- *Directory of U.S. Agricultural Cooperative Exporters.* Spatz, Karen J. Washington, DC: USDA, Rural Business and Cooperative Development Service. 1994. 44pp.

For ordering information and cost on the above directories, contact: USDA/RBCDS Cooperative Services Program, AG Box 3255, Washington, DC 20250-3255. Tel: 202-720-6483; FAX: 202-720-4641.

- *The Internet at a Glance.* Feldman, Susan E. and Krumenaker, Larry. Medford, NJ: Information Today. 1996. 25pp. Cost \$9.95

**Coverage:** A basic guide on how to find information on the Internet.

**Order from:** Information Today, 143 Old Marlton Pike, Medford, NJ 08055. Tel: 1-800-300-9868 or 609-654-6266; FAX: 609-654-4309.

- *The Internet Yellow Pages.* (3rd edition) Hahn, Harley. Berkeley, CA: Osborne/McGraw-Hill. 1996. 812pp. Cost: \$29.95.

**Coverage:** Finding and accessing what's on the Internet, and how to access thousands of free Internet resources from all over the world.

**Order from:** Osborne/McGraw-Hill, 2600 Tenth St., Berkeley, CA 94710. Tel: 1-800-227-0900 or 510-549-6600.

*See Publications, page 9*



- *Managing Cultural Differences*. (4th edition) Harris, Philip R., and Moran, Robert T. Houston, TX: Gulf Publishing Co. 1996. 402pp. Cost: \$39.95.

**Coverage:** Topics include leadership skills for globalization, negotiations and strategic alliances, cultural changes, communications, and cultural synergy. Six chapters focus on North America, Latin America, Asia, Europe, the Middle East, and Africa culture specifics.

**Order from:** Gulf Publishing Co., Book Division, P.O. Box 2608, Houston, TX 77252-2608. Tel: 713-520-4444.

- *1996 National Farmers' Market Directory*. Johnson, Denny N., et al. Washington, DC: Wholesale and Alternative Markets, USDA/AMS/TMD. May 1996. 144pp. Free publication.

**Coverage:** Provides an informative resource for farmers, operators, consumers, and the general public. The Directory lists markets by name, location, contact person, telephone number, and type of operation.

**To request a free copy write to:** USDA/AMS/TMD/W&AM, Room 2642-South, P.O. Box 96456, Washington, DC 20090-6456, tel: 202-720-8317.

- *A Practical Guide to Export Financing and Risk Management*. Guidagnoli, Louis G. Washington, DC: Town Crier Publishing, Inc., 1996. Cost: \$195.00.

**Order from:** Town Crier Publishing, Inc., 2000 L St., NW, Ste. 200, Washington, DC 20036. Tel: 202-416-1694.

## **Reports**

- *Agriculture and EU Enlargement to the East*. Washington DC: International Policy Council on Agriculture Food and Trade. Position Paper No. 4, March 1997. 50pp. Cost: \$20.00.

**Order from:** Chris Schrader, International Policy Council on Agriculture Food and Trade, 1616 P St., NW, Ste. 100, Washington, DC 20036. Tel: 202-328-5056; FAX: 202-328-5133.

## **U.S. Department of Agriculture (USDA)**

### **Agricultural Research Service (ARS), National Agricultural Library (NAL), Beltsville, MD**

- "Direct Marketing and Related Topics." *Quick Bibliography Series* (QB 97-02). Gold, Mary V. Beltsville, MD: Alternative Farming Systems Information Center, NAL/ARS/USDA. June 1997. 40pp. Includes books, articles, and videocassettes, January 1991-December 1996. Free publication.

**Available from:** Alternative Farming Systems Information Center (AFSIC), NAL/ARS/USDA, Room 304, 10301 Baltimore Ave., Beltsville, MD 20705-2351. Please include a self-addressed gummed label when requesting the publication.

- "The Republic of Turkey." *Special Reference Briefs Series* (SRB 97-01). Lassanyi, Mary E. Beltsville, MD: Agricultural Trade and Marketing Information Center, NAL/ARS/USDA. March 1997. 25pp. Free publication.

**Available from:** Agricultural Trade and Marketing Information Center (ATMIC), NAL/ARS/USDA, Room 304, 10301 Baltimore Ave., Beltsville, MD 20705-2351. Please include a self-addressed gummed label when requesting the publication.

"The Republic of Turkey" publication is also available on ATMIC's website: URL:

<http://www.nal.usda.gov/atmic/pubs/srb9701.htm>,

and on NAL's gopher server:

<gopher://gopher.nal.usda.gov:70/00/infocntr/atmic/srb/srb9701>

### **Economic Research Service**

- "Globalization of the Processed Food Market." Henderson, Dennis R., et al., eds. Washington, DC: Food and Consumer Economics Division, Economic Research Service, USDA. *Agricultural Economic Report* No. 742. September 1996. 217pp. Cost: \$15.00 (domestic), \$18.75 (outside U.S.).
- "Racial/Ethnic Minorities in Rural Areas: Progress and Stagnation, 1980-90." Swanson, Linda L.-ed. Washington, DC: Rural Economy Division, Economic Research Service, USDA. *Agricultural Economic Report* No. 731. August 1996. 149pp. Cost: \$15.00 (domestic), \$18.75 (outside U.S.).

*See Publications, page 10*



For ordering information contact: ERS-NASS, 341 Victory Dr., Herndon, VA 22070. Tel: 1-800-999-6779 U.S. and Canada (weekdays 8:30-5:00 ET), or visit ERS Home Page on the Internet at: URL: <http://www.econ.ag.gov/>

### U.S. General Accounting Office (GAO)

For ordering information and cost of publications contact: U.S. General Accounting Office, P.O. Box 6015, Gaithersburg, MD 20884-6015. Tel: 202-512-6000; FAX: 301-258-4066; TDD 301-413-0006; URL: <http://www.gao.gov>.

- *Commodity Programs. Impact of Support Provisions on Selected Commodity Prices.* Washington, DC: Resources, Community and Economic Development Division, GAO, February 21, 1997. 52pp. Report No. GAO/RCED-97-45.
- *Export Finance. Federal Efforts to Support Working Capital Needs of Small Business.* Washington, DC: National Security and International Affairs Division, GAO, February 13, 1997. 53pp. Report No. GAO/NSIAD-97-20.
- *Export-Import Bank. Options for Achieving Possible Budget Reductions.* Washington, DC: National Security and International Affairs Division, GAO, December 20, 1996. 47pp. Report No. GAO/NSIAD-97-7.
- *Farm Loans. Information on the Status of USDA's Portfolio.* Washington, DC: Resources, Community, and Economic Development Division, GAO, February 21, 1997. 6pp. Report No. GAO/T-RCED-97-78.
- *Farm Programs. Efforts to Achieve Equitable Treatment of Minority Farmers.* Washington, DC: Resources, Community, and Economic Development Division, GAO, January 24, 1997. 16pp. Report No. GAO/RCED-97-41.
- *Farm Service Agency. Update on the Farm Loan Portfolio.* Washington, DC: Resources, Community, and Economic Development Division, GAO, January 3, 1997. 22pp. Report No. GAO/RCED-97-35.
- *Foreign Assistance. Harvard Institute for International Development's Work in Russia and Ukraine.* Washington, DC: National Security and International Affairs Division, GAO, November 27, 1996. 118pp. Report No. GAO/NSIAD-97-27.
- *United Nations. U.S. Participation in Five Affiliated International Organizations.* Washington, DC: National Security and International Affairs Division, GAO, February 27, 1997. 84pp. Report No. GAO/NSIAD-97-2.

### Newsletter

- *East/West Commersant.* Business intelligence for trade and investment in Russia, Central and Eastern Europe, and Central Asia. 24 issues/year. Published by the National Institute of Business Management, P.O. Box 9286, McLean, VA 22102. Tel: 703-905-8000; FAX: 703-905-8040. Cost: \$425.00 (U.S.) \$475.00 (non-U.S.).

### Articles of Interest

- "China Fancies Tasty Ice Cream." Rutledge, John. *AgExporter*, IX(2):8-9, February 1997.
- "Shanghai Snack Market Geared to Young Buyers." Marr, Jack and Hatfield, Alcinda. *AgExporter*, IX(2):4-7, February 1997.
- "U.S. Juices Competitive in South Korea Despite High Tariffs." Kim, Y. J. and Shull, Philip A. *AgExporter*, IX(2):10-11, February 1997.

The *AgExporter Magazine* is published by the Foreign Agricultural Service, U.S. Department of Agriculture, Washington, DC.

Order from: National Technical Information Service, Subscription Section, Springfield, VA 22161. Tel: 703-487-4630; TDD: 703-487-4639. Price: \$51.00 domestic; \$59.00 foreign. (12 issues.)

- "The Information Age Meets International Trade... A Guide to International Business Information on the Internet." Yacura, Sandra. *Business America*, October 1996, pp. 11-15.

*Business America* is published by the International Trade Administration, U.S. Department of Commerce, Washington, DC.

Order from: New Orders, Superintendent of Documents, P.O. Box 371954, Pittsburgh, PA 15250-7954. FAX: 202-512-2233. Price: \$50.00 domestic; \$62.50 foreign. (12 issues.)

# Conferences/Meetings/Trade Shows

## Trade Shows

---

International Food and Beverage Shows and Sales Missions are sponsored by the USDA's Foreign Agricultural Service. For additional information please contact: USDA Trade Show Office, Foreign Agricultural Service, AgBox 1052, Washington, DC 20250-1052. Tel: 202-690-1182; FAX: 202-690-4374; and/or the contact listed under a specific trade show.

### 1997

- August 26-29      **SIAL Mercosur**, Municipal Exhibition Center, Buenos Aires, Argentina. Contact: Julie Halas, IMEX Management, Inc., 6525 Morrison Blvd., Ste. 402, Charlotte, NC 28211. Tel: 704-365-0041; FAX: 704-365-8426 or USDA contact: Karl Hampton, tel: 202-690-0188, FAX: 202-690-4374.
- September 7-10      **Fine Food '97**, Exhibition Center, Sydney, Australia. Contact: Australian Exhibition Services Pty. Ltd., Illoura Plaza, 424 St. Kilda Road, Melbourne, Victoria 3004. Tel: 011-03-98674500; FAX: 011-03-98677981 or USDA contact: Gary Fountain, tel: 202-720-7417; FAX: 202-690-4374.
- November 6-9      **Food & Hotel Vietnam '97**, HIECC, Ho Chi Minh City, Vietnam. Contact: Export Promotion Services Agency, 1205 Home Place Office Bldg., 283/62 Sukkhumvit 55 Rd., Bangkok 10110. Tel: 011-662-712-7257; FAX: 011-662-712-7266 or USDA contact: Tobitha Jones, tel: 202-690-1182; FAX: 202-690-4374; e-mail: joneste@fas.usda.gov.

### 1998

- February 18-21      **Food & Hotel Philippines**, Manila, Philippines. Contact: Commerce Tours International, 870 Market St., Ste. 920, San Francisco, CA 94102. Tel: 415-433-3072; FAX: 415-433-2820 or USDA contact: Joseph Hain, tel: 202-720-3425; FAX: 202-690-4374.
- February 28-March 3      **MEFEX '98**, Bahrain International Exhibition Center, Manama, Bahrain. Contact: Russell Hood, IMEX Management, 6525 Morrison Blvd., Ste. 402, Charlotte, NC 28211. Tel: 704-365-0041; FAX: 704-365-8426 or USDA contact: Joseph Hain, tel: 202-720-3425; FAX: 202-690-4374.

## Other Trade Shows/Conferences/Meetings

---

### 1997

- June 16-17      **International Tea Business Conference**, Indonesia. Contact: Mr. Rahdi Sumitro, Secretary Office, Indonesian Planters' Association for Research and Development (IPARD) Jl Salak 1, Bogor 16151, Indonesia. Tel: 62251-333382; FAX: 62251-315995; E-mail: ipardboo@indo.net.id.
- June 26-28      **Super Floral Show (SFS)**, Salt Lake City, Utah. Contact: Meetings and More, Inc., 14449 N. 73rd St., Scottsdale, AZ 85260-3133. Tel: 602-998-3992; FAX: 602-998-7853. URL: meetmore@aol.com.
- July 27-30      **American Agricultural Economics Association (AAEA) Annual Meeting**, Sheraton Centre Hotel, Toronto, Ontario, Canada. Registration information will be available on the AAEA Web site at: <http://www.aaea.org> or by E-mail: bamcman@iastate.edu.
- July 30-August 2      **3rd China International Meat & Fish Processing Technology Show**, Shanghai International Exhibition Center, Shanghai, China. Contact: Hong Kong Exhibition Services Co., Ltd. Tel: 86-21-62755800; FAX: 86-21-62757210.

*See Meetings, page 10*



Meetings, continued from page 11

- September 24-27      **China International Meat Processing Technology and Equipment Exhibition**, China World Trade Center, Beijing, China. Contact: China World Trade Center, tel: 86-10-65050540; FAX: 86-10-65053260.
- September 1997      **2nd Southwest China Feed Industry Trade Show**, International Exhibition and Trade Center, Chengdu, China. Contact: Suchuan Feed Industry Office. Tel: 86-28-5186432; FAX: 86-28-5181717.
- October 16-19      **North-east China and Dalian International Agriculture and Fishery Trade Show**, Dalian Xinghai Conference and Expo Center, Dalian, China. Contact: the Dalian Subcouncil of CCPIT. Tel: 86-411-4809624; FAX: 86-411-4800017.
- November 11-15      **AGRITECHNICA, International DLG (German Agricultural Society) Exhibition for Agricultural Machinery**, Hannover Fairgrounds, Hannover, Germany. Contact: Hannover Fairs USA, Inc., 103 Carnegie Center, Princeton, NJ 08540. Tel: 609-987-1202; FAX: 609-987-0092; URL: <http://www.hfusa.com>.

*Vignettes* is issued quarterly by the Agricultural Trade and Marketing Information Center (ATMIC) at the United States Department of Agriculture (USDA), Agricultural Research Service (ARS), National Agricultural Library (NAL). The newsletter is available free upon request from ATMIC, NAL, Rm. 304, 10301 Baltimore Ave., Beltsville, MD 20705-2351. *Vignettes* also is accessible on ATMIC's Internet home page at: <http://www.nal.usda.gov/atmic/publist.html>.

*Vignettes* is compiled and edited by:  
Mary Lassanyi,  
Coordinator, ATMIC

The inclusion or omission of a particular organization, publication, or citation may not be construed as endorsement or disapproval and does not necessarily reflect U.S. Department of Agriculture policy, nor does it imply any form of endorsement by USDA. *Vignettes* is published solely for the purpose of information.

The United States Department of Agriculture prohibits discrimination in its programs on the basis of race, color, national origin, sex, religion, age, disability, political beliefs, and marital or familial status. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (braille, large print, audiotape, etc.) should contact the USDA Office of Communications at (202) 720-2791.

To file a complaint, write the Secretary of Agriculture, U.S. Department of Agriculture, Washington, D.C. 20250, or call 1-800-245-6340 (voice) or (202) 720-1127 (TDD). USDA is an equal employment opportunity employer.

Internet sites are provided by:  
Carol Singer, Reference Librarian  
D.C. Reference Center  
NAL, ARS, USDA  
Washington, DC

Electronic publishing is provided by:  
Becky Thompson  
Information Centers Branch  
NAL, ARS, USDA  
Beltsville, MD